



Grand Union Company

R. J. Reynolds Tobacco Company

2nd Half "Winners Program"

"WINNERS" III

REVISIONS

For 2nd Half Of 1992

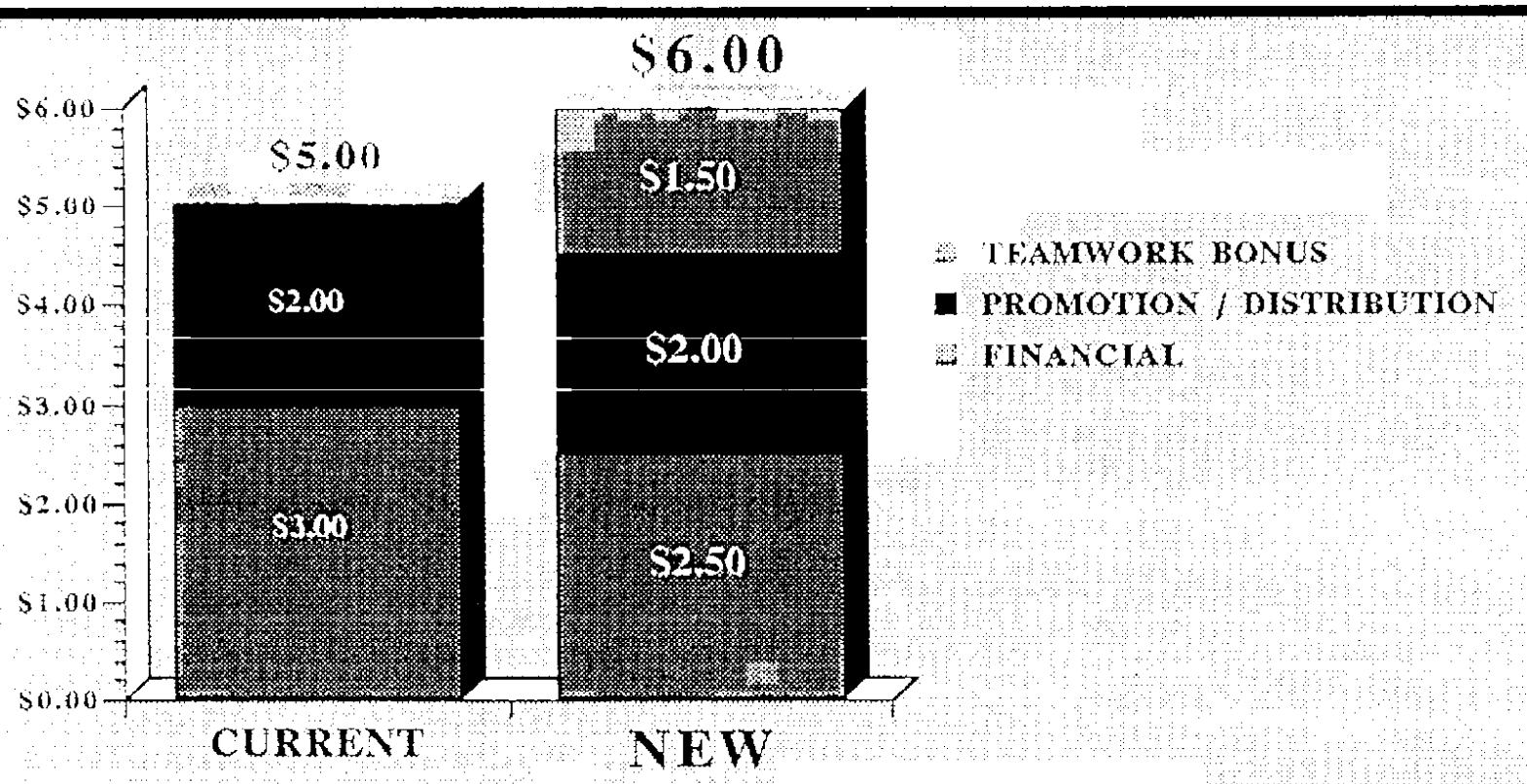
RJR
Reynolds
Reynolds Company

- ALL FORSYTH PRODUCTS WILL BE INCLUDED IN ALL ASPECTS OF WINNERS
- MAXIMUM PER CASE POTENTIAL INCREASED TO \$6.00

THE PARTNERSHIP THAT PAYS



WINNERS MAXIMUM PER CASE ... PAYMENT COMPARISON



THE PARTNERSHIP THAT PAYS



"FINANCIAL"



• \$1.00 : MAINTAIN AVERAGE PAY DAYS AT 10 DAYS
OR LESS (Including Forsyth Tobacco Products)

- OR -

• \$2.50 : PARTICIPATE IN RJR's ELECTRONIC FUNDS
TRANSFER (EFT) PROGRAM AT A MINIMUM RATE
OF 75% BASED ON DOLLAR AMOUNT OF
PURCHASES (Including Forsyth Tobacco Products)

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION
\$2.00 per 12m case

ACCEPT RJR NEW BRAND STYLES / 6 MONTHS
AND

THE FOLLOWING 3 PERFORMANCE CRITERIA
AS DESIGNATED BY YOUR RJR REPRESENTATIVE

THE PARTNERSHIP THAT PAYS

PROMOTION / DISTRIBUTION

\$2.00 per 12m case

RJ Reynolds
Tobacco Company

• GAIN RETAIL DISTRIBUTION OF DESIGNATED
RJR BRAND(S). (New Brands - within Three Weeks
from Introduction.)

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION

\$2.00 per 12m case

• ACCEPT EIGHT PACKAGE PROMOTIONS, FOUR EACH SIX-MONTH PERIOD, AS DESIGNATED BY YOUR RJR REPRESENTATIVE. PROMOTIONS MUST BE PLACED IN AREA WHERE INDIVIDUAL PACKAGES ARE AVAILABLE FOR RETAIL CONSUMER.

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION

\$2.00 per 12m case

- PROVIDE YOUR SALES FIGURES (RJR and Competitive) TO YOUR RETAIL CUSTOMERS AS DESIGNATED BY YOUR RJR REPRESENTATIVE.

THE PARTNERSHIP THAT PAYS



"TEAMWORK" BONUS - \$1.50 per case

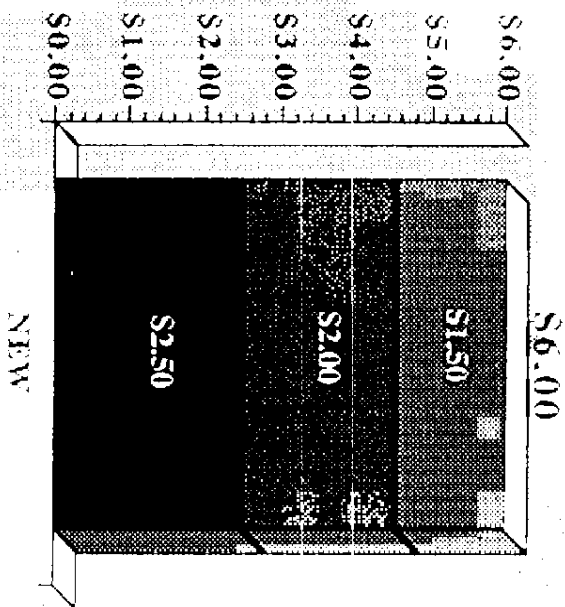
REQUIREMENTS:

- EARN THE \$2.50 per case FINANCIAL PAYMENT AND THE \$2.00 PROMOTION / DISTRIBUTION PAYMENT (Total \$4.50)
- PROVIDE RJR A FAIR OPPORTUNITY TO MEET COMPETITIVE PROGRAMS OFFERED BY OTHER CIGARETTE MANUFACTURERS TO YOU OR YOUR CUSTOMERS
- PROVIDE RJR PRODUCTS AN OPPORTUNITY FOR DISTRIBUTION TO YOUR CUSTOMERS THAT IS EQUIVALENT TO THE OPPORTUNITY PROVIDED TO COMPETING PRODUCTS
- PROMOTE AND ENCOURAGE THE SALE AND DISTRIBUTION OF RJR PRODUCTS AT LEAST TO THE SAME EXTENT YOU PROMOTE COMPETING PRODUCTS

THE PARTNERSHIP THAT PAYS

RJR
Reynolds
Tobacco Company

REAL ATTAINABLE \$'S FROM RJR



- TEAMWORK BONUS
- ▨ PROMOTION / DISTRIBUTION
- FINANCIAL

THE PARTNERSHIP THAT PAYS



WINNERS III

1st HALF 1992 PROJECTED EARNINGS
ACCOUNT NAME: Grand Union Company

FIRST HALF 1992 CASES PURCHASED (Excluding Forsyth Tobacco Products)

PROMOTION / DISTRIBUTION: _____ CASES X \$2.00 = \$ _____

FINANCIAL : 6,896 _____ CASES X \$3.00 = \$ 20,670

TOTAL \$ 20,670

THE PARTNERSHIP THAT PAYS

WINNERS III

RJR Reynolds
Tobacco Company

2nd HALF 1992 EARNINGS POTENTIAL
ACCOUNT NAME: _____

PROMOTION/DISTRIBUTION (Applies to Ship-to Locations)			
LOCATION	QUALITIES	PERFORMANCE	(1st Half - Incl. Forsyth)
_____	YES	YES	CASES PURCHASED
_____	YES	YES	6,890
_____	YES	YES	X \$2.00
_____	YES	YES	X \$2.00
_____	YES	YES	\$ 13,780
TOTAL PROMOTION/DISTRIBUTION PAYMENT			\$13,780
FINANCIAL (Applies to Paying Office)			
PAYMENT OPTIONS:			
10 DAYS:	\$1.00	X	CASES = \$
OR			
75% EFT:	\$2.50	X	CASES = \$ 17,225
TOTAL FINANCIAL PAYMENT			\$17,225
TEAMWORK BONUS			
1st Half 1992 CASES PURCHASED	6,890	X	\$1.50 =
			\$10,335
2nd HALF 1992 WINNERS EARNINGS POTENTIAL =			\$ 41,340

THE PARTNERSHIP THAT PAYS

51851 7534



WINNERS III

2nd HALF 1992

POTENTIAL EARNINGS INCREASE

+ _____ .00 _____ %

THE PARTNERSHIP THAT PAYS